



CANNON BUILDING
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**STATE OF DELAWARE
REAL ESATE COMMISSION
REAL ESTATE EDUCATION COMMITTEE**

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, March 1, 2018 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

MINUTES FOR APPROVAL: May 3, 2018

MEMBERS PRESENT

Barbara Brodoway, New Castle County, Public Member, Chairperson
Michael Rushe, Kent County, Public Member, Vice-Chairperson
Chrissy Steele, Sussex County, Professional Member
Maggie Scarborough, Kent County, Professional Member
Judy Dean, Sussex County, Professional Member
Denise Tatman, Sussex County, Public Member
Debbie Oberdorf, Kent County, Professional Member
Juli Giles, New Castle County, Professional Member
Sal Sedita, Sussex County, Professional Member

MEMBERS ABSENT

No members were absent.

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Nicole Williams, Administrative Specialist III

OTHERS PRESENT

Tom Burns

CALL TO ORDER

Ms. Brodoway called the meeting to order at 9:38 a.m. Mr. Burns introduced his replacement to the Committee, Ms. Maggie Scarborough. The Committee welcomed Ms. Scarborough to the Committee and thanked Mr. Burns for his service and dedication to the Committee over the years.

REVIEW OF MINUTES

The Committee reviewed the minutes from the February 1, 2018 meeting. Ms. Tatman moved, seconded by Ms. Giles, to approve the February minutes as written. By unanimous vote, the motion carried.

UNFINISHED BUSINESS

Review of Tabled Course Provider Application(s)

The Committee reviewed the tabled applications for McKissock below and determined to table again to obtain clean, clear applications and documentation. Ms. Tatman moved, seconded by Mr. Rushe, to recommend tabling the below courses for McKissock.

New Salesperson Module 1: Professional Standards in Real Estate – 3 hours

New Salesperson Module 2: Agreement of Sale/Buyer Representation – 3 hours

New Salesperson Module 3: Real Estate Documents/Seller Representation – 3 hours

New Salesperson Module 4: Real Estate Professionalism – 3 hours

NEW BUSINESS

Update from Commission

Ms. Brodoway provided the update regarding the time completion for the four new licensee modules. The newly licensed modules are to be completed within 90 days after licensure and will not be part of the continuing education requirement for renewal. The Commission approved of the regulation change for the newly licensed modules proposed by the Education Committee. Ms. Kelly will draft the new proposed regulations and those proposed regulations will then be published for an open public rules and regulations hearing. After the open comment period closes, then the finalized regulations will be published in the registrar of regulations and will then become effective. There was no further discussion. The Commission will review the final proposed draft regulations at their March 8, meeting

Review of Course Provider Application(s)

Ms. Tatman moved, seconded by Mr. Rushe, to recommend approval, contingent approval, denial, or tabling of the following course provider applications as noted below. By unanimous vote, the motion carried.

Sussex County Association of REALTORS®

The New Negotiating Edge-A 5-Step Blueprint For Success **Approved**
Module(s): 6
Credit Hours: 3

The Little Extras in EXTRAordinary Customer Service **Approved**
Module(s): 6 OR 7
Credit Hours: 3

Tech Ethics: The Code of Ethic, Social Media & Technology **Approved**
Module(s): 2 OR 7
Credit Hours: 3

Protected, Professional, & Profitable: Safety Pays! **Approved**
Module(s): 6 OR 7
Credit Hours: 3

What to Expect When You Are EXPECTING...A Home Inspection **Approved**
Module(s): 7
Credit Hours: 3

The Frederick Academy of Real Estate
Agency and Fair Housing **Approved**
Module(s): 1
Credit Hours: 3

Professional Standards **Approved**
Module(s): 2
Credit Hours: 3

Real Estate Documents **Approved**
Module(s): 3
Credit Hours: 3

Office Management **Approved**
Module(s): 4
Credit Hours: 3

Bankruptcy **Approved**
Module(s): 5
Credit Hours: 3

Deferred Exchanges & Capital Gains Tax **Approved**
Module(s): 5
Credit Hours: 3

Charitable Giving Through Donations of Real Estate
Module(s): 6
Credit Hours: 3

Foreclosure **Approved**
Module(s): 7
Credit Hours: 3

99-Hour Delaware Salesperson Pre-Licensing Course **Approved**
Module(s): Pre-licensing
Credit Hours: 99

99-Hour Delaware Broker/Associate Broker Licensing Course **Approved**
Module(s): Pre-licensing
Credit Hours: 99

The CE Shop, Inc.

Attracting Online Customers: Listings and Syndication **Denied: Per Education Guideline 4.2.7**
continuing education courses shall be, at minimum, at the intermediate level.
Module(s): 7
Credit Hours: 3

Pricing Strategies: Mastering the CMA **Denied: Per Education Guideline 4.2.7 continuing**
education courses shall be, at minimum, at the intermediate level.
Module(s): 7
Credit Hours: 3

Real Estate Safety Matters: Safe Business=Smart Business **Denied: Per Education Guideline 4.2.7**
continuing education courses shall be, at minimum, at the intermediate level.
Module(s): 7
Credit Hours: 3

DE 99-Hour Salesperson Pre-Licensing Course Online **Approved**
Module(s): Pre-licensing
Credit Hours: 99

DE 33-Hour Salesperson Pre-Licensing Real Estate Law Online **Approved**
Module(s): Pre-licensing
Credit Hours: 33

InterNACHI
Home Energy Efficiency for Real Estate Professionals **Approved contingent upon receipt of clock mechanism.**
Module(s): 7
Credit Hours: 3

New Castle County Board of REALTORS®
Delaware Statutes for Real Estate Professionals **Approved**
Module(s): 5
Credit Hours: 3

Jack Lingo Inc., REALTOR
Rental Roundtable: Hot Topics in Rentals **Approved**
Module(s): 5 OR 6 OR 7
Credit Hours: 3

Preferred Systems, Inc.
Selling the Sun **Denied: Per Education Guideline 4.2.7 continuing education courses shall be, at minimum, at the intermediate level.**
Module(s): 7
Credit Hours: 3

Review of Instructor Applications

Ms. Tatman moved, seconded by Mr. Rushe, to recommend approval, contingent approval, denial, or tabling, of the following instructor applications as noted below. By unanimous vote, the motion carried.

Louise Thaxton **Approved**
Continuing Education Module(s): 6, 7 (American Warrior Real Estate Professional)

Bruce Plummer **Approved**
New Licensee Module(s): 1 - 4

Continuing Education Module(s): 1 - 6, 7 (GRI 101-Planning & Developing A Real Estate Business; GRI 301-Workign with Buyers and Sellers; The Real Estate Agent's Disclosure Duties in Delaware)

Pre-Licensing Course(s): Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course(s): Brokerage; Real Estate Documents; Ethics; Real Estate Investment; Legal and Governmental Aspects of Real Estate; Mathematics

Benajmin Gromicko **Approved**
Continuing Education Module(s): 7 (Energy Efficiency; Home Energy Score; Saving Home Energy)

MaryBeth Cashman **Approved**
Continuing Education Module(s): 7 ONLY (Financing)

Pre-Licensing Course(s): Real Estate Mathematics ONLY

Cynthia Thurman **Approved for Module 7 only**
Continuing Education Module(s): 7 (Financing)

Robert Watlington **Approved**
New Licensee Module(s): 1 - 4

Continuing Education Module(s): 1 - 7

Pre-Licensing Course(s): Orientation; Real Estate Sales

Timothy Carter **Approved**
Continuing Education Module(s): 7 ONLY (Any topic that qualifies as Module 7)

Eugene Spoehr, Jr. **Approved**
Continuing Education Module(s): 7 (Home Inspection; Home Construction)

Juan Fuentes-Alamo, Jr. **Denied: Per Education Guideline 10.2, which states “The person applying for instructor approval must have a minimum of five years full time experience in a real estate related topic in their area of expertise...”**

Anthony Sianni **Approved**
Continuing Education Module(s): 7 ONLY (Any topic that qualifies as Module 7)

Todd Rowe **Approved**
Continuing Education Module(s): 7 ONLY (Any topic that qualifies as Module 7)

Paula Monthofer **Approved**
Continuing Education Module(s): 2, 6, 7 (REALTOR Safety; Code of Ethics; Marketing)

Michael McGavisk **Approved**
New Licensee Module(s): 1 - 4

Continuing Education Module(s): 1 - 6, 7 (Basics of Buyer Representation; Basics of Seller Representation; Professionalism “Doing the Right Thing When No One is Looking”; Ethics & Arbitration: What You Should Know)

Pre-Licensing Course(s): Orientation; Real Estate Sales

Broker’s Course(s): Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Legal and Governmental Aspects of Real Estate; Mathematics

Edward Tarlov **Approved**
Continuing Education Module(s): 1, 3, 5, 6, 7 (How to Have a Smooth Settlement; Laws, Statutes and Contracts; Tax Implications Related to RE)

Pre-Licensing Course(s): Orientation; Real Estate Law

Broker’s Course(s): Real Estate Documents; Real Estate Investment; Legal and Governmental Aspects of Real Estate

Frank Nowaczyk **Approved**
Pre-Licensing Course(s): Real Estate Mathematics

Thomas Carney **Approved**
Continuing Education Module(s): 7 ONLY (Any topic that qualifies as Module 7)

Edward Hatch **Approved**
Continuing Education Module(s): 7 (The New Negotiating Edge-A 5-Step Blueprint For Success; The Little Extras in EXTRAordinary Customer Service)

Susan Mallow **Approved but no Pre-licensing courses.**
New Licensee Module(s): 1 - 4

Continuing Education Module(s): 1 - 4; 6

Review of Student Request(s) for Approval
Ms. Tatman moved, seconded by Mr. Rushe, to recommend approval, contingent approval, denial, or tabling, of the following student continuing education applications as noted below. By unanimous vote, the motion carried.

Rita Wells, Salesperson
Construction: A Basic Primer-The Good, The Bad, and The Ugly-What to Look for on Your Inspections **Approved**
Module(s): 7
Credit Hours: 3

Understanding Market Trends & Their Impact On Value **Approved**
Module(s): 6
Credit Hours: 3

Joseph Wells, Associate Broker
Construction: A Basic Primer-The Good, The Bad, and The Ugly-What to Look for on Your Inspections **Approved**
Module(s): 7
Credit Hours: 3

Understanding Market Trends & Their Impact On Value **Approved**
Module(s): 6
Credit Hours: 3

Katherine Marshall, Salesperson
GRI 102 - Starting Your Business, Sales Associate Post Licensing CE **Approved**
Module(s): 6
Credit Hours: 3

CORRESPONDENCE

There was no correspondence for the Committee to review or discuss.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Ms. Brodoway advised that DAR recently incorrect information on their website about the transfer tax and municipalities. DAR has been notified so that the information can be corrected.

Ms. Dean advised that she spoke with Trish Anderson at SCOAR about automating the evaluation reports by completing them online. The Committee discussed the implications of online reporting. The Committee determined that they bring this matter before the Commission as well and then respond back to SCOAR.

PUBLIC COMMENT

There was no public comment.

NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, April 5, 2018 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Ms. Brodoway moved, seconded by Mr. Rushe, to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 11:40 a.m.

Respectfully submitted,



Nicole M. Williams
Administrative Specialist III

The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.